

# Monthly Indicators



## January 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 33.3 percent for single family homes and 31.4 percent for townhouse-condo properties. Pending Sales decreased 42.3 percent for single family homes and 6.7 percent for townhouse-condo properties.

The Median Sales Price was up 19.5 percent to \$795,000 for single family homes and 3.8 percent to \$428,000 for townhouse-condo properties. Days on Market increased 114.3 percent for single family homes and 1.3 percent for townhouse-condo properties.

We start off the year with continued low interest rates, low unemployment, and rising rents nationally. These factors should encourage healthy buyer demand and sets us up for a strong start to the 2020 housing market and a lot of optimism for the coming spring market.

## Activity Snapshot

**- 25.0%**    **+ 31.4%**    **- 37.6%**

One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> All Properties
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Residential real estate activity in ZIP codes 80487, 81639 and 80467 composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



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Key Metrics	Historical Sparkbars	1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		18	12	- 33.3%	18	12	- 33.3%
<b>Pending Sales</b>		26	15	- 42.3%	26	15	- 42.3%
<b>Sold Listings</b>		17	16	- 5.9%	17	16	- 5.9%
<b>Median Sales Price</b>		\$665,000	\$795,000	+ 19.5%	\$665,000	\$795,000	+ 19.5%
<b>Average Sales Price</b>		\$767,500	\$877,563	+ 14.3%	\$767,500	\$877,563	+ 14.3%
<b>Pct. of List Price Received</b>		98.5%	94.9%	- 3.7%	98.5%	94.9%	- 3.7%
<b>Days on Market</b>		70	150	+ 114.3%	70	150	+ 114.3%
<b>Housing Affordability Index</b>		51	47	- 7.8%	51	47	- 7.8%
<b>Active Listings</b>		201	130	- 35.3%	--	--	--
<b>Months Supply</b>		7.0	4.7	- 32.9%	--	--	--

# Townhouse/Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

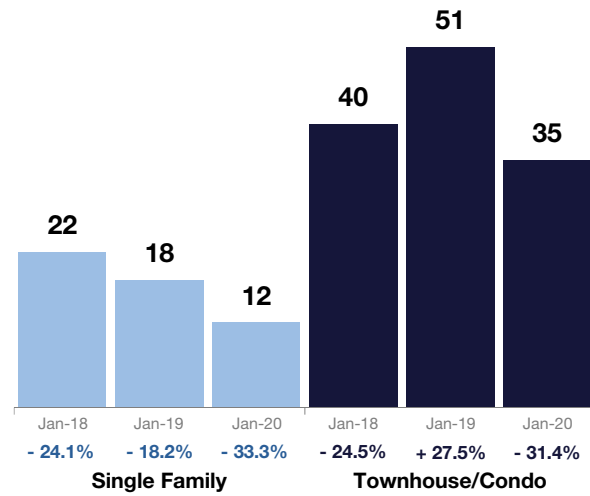


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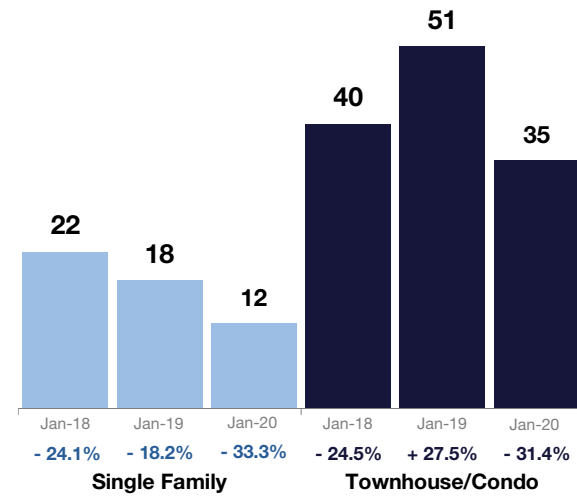
Key Metrics	Historical Sparkbars	1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		51	35	- 31.4%	51	35	- 31.4%
<b>Pending Sales</b>		30	28	- 6.7%	30	28	- 6.7%
<b>Sold Listings</b>		28	21	- 25.0%	28	21	- 25.0%
<b>Median Sales Price</b>		\$412,500	\$428,000	+ 3.8%	\$412,500	\$428,000	+ 3.8%
<b>Average Sales Price</b>		\$490,768	\$625,695	+ 27.5%	\$490,768	\$625,695	+ 27.5%
<b>Pct. of List Price Received</b>		97.6%	97.6%	0.0%	97.6%	97.6%	0.0%
<b>Days on Market</b>		79	80	+ 1.3%	79	80	+ 1.3%
<b>Housing Affordability Index</b>		83	88	+ 6.0%	83	88	+ 6.0%
<b>Active Listings</b>		232	126	- 45.7%	--	--	--
<b>Months Supply</b>		5.6	2.9	- 48.2%	--	--	--

# New Listings

## January

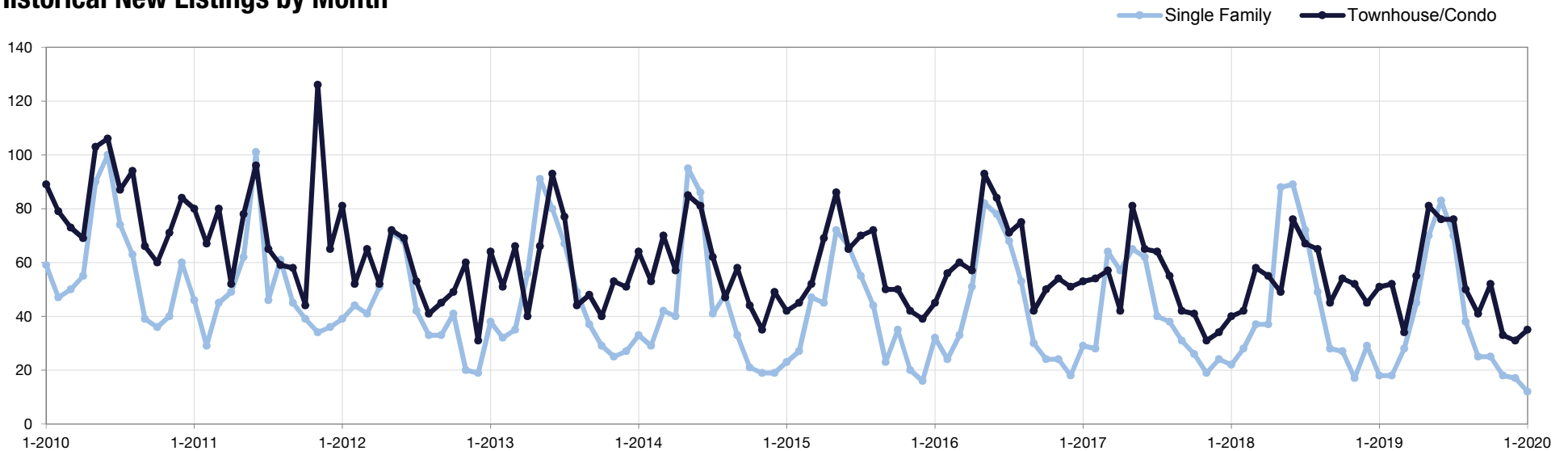


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	18	-35.7%	52	+23.8%
Mar-2019	28	-24.3%	34	-41.4%
Apr-2019	45	+21.6%	55	0.0%
May-2019	70	-20.5%	81	+65.3%
Jun-2019	83	-6.7%	76	0.0%
Jul-2019	70	-2.8%	76	+13.4%
Aug-2019	38	-22.4%	50	-23.1%
Sep-2019	25	-10.7%	41	-8.9%
Oct-2019	25	-7.4%	52	-3.7%
Nov-2019	18	+5.9%	33	-36.5%
Dec-2019	17	-41.4%	31	-31.1%
<b>Jan-2020</b>	<b>12</b>	<b>-33.3%</b>	<b>35</b>	<b>-31.4%</b>

## Historical New Listings by Month

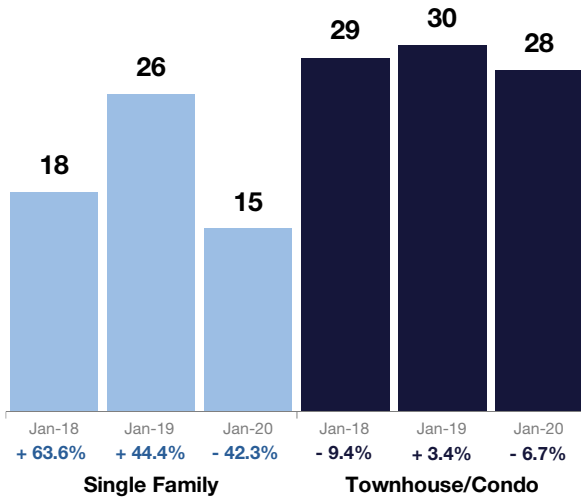


# Pending Sales

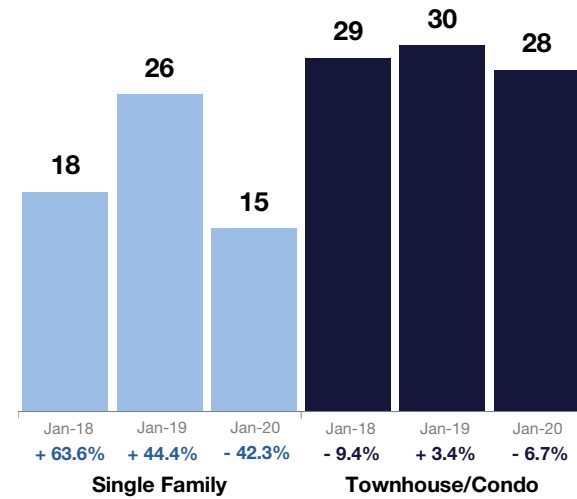


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## January

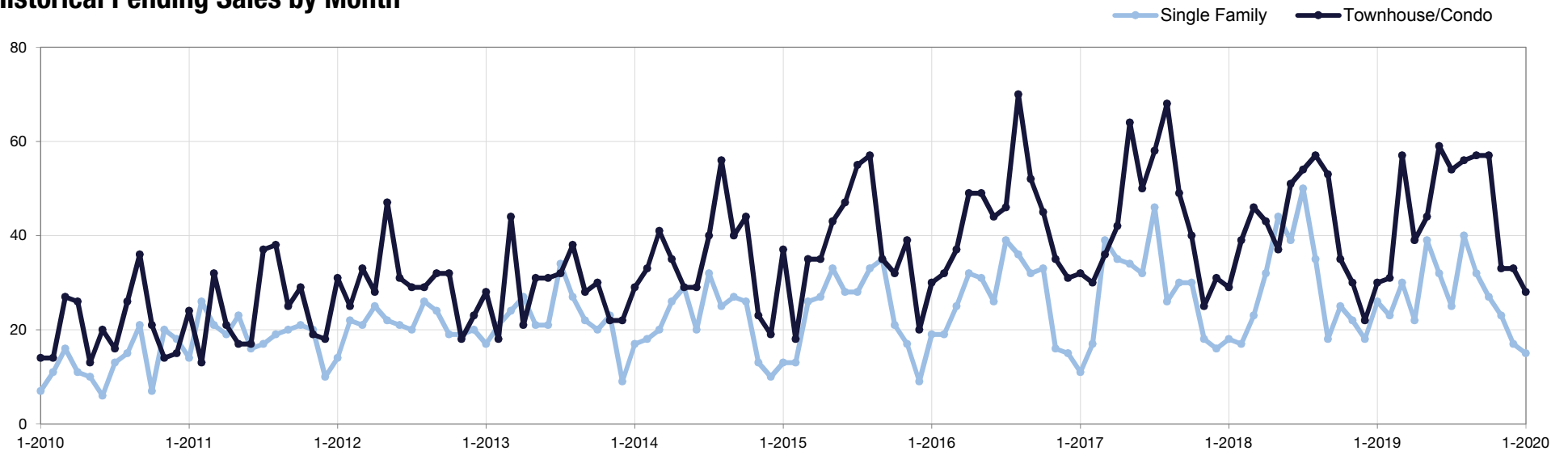


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	23	+35.3%	31	-20.5%
Mar-2019	30	+30.4%	57	+23.9%
Apr-2019	22	-31.3%	39	-9.3%
May-2019	39	-11.4%	44	+18.9%
Jun-2019	32	-17.9%	59	+15.7%
Jul-2019	25	-50.0%	54	0.0%
Aug-2019	40	+14.3%	56	-1.8%
Sep-2019	32	+77.8%	57	+7.5%
Oct-2019	27	+8.0%	57	+62.9%
Nov-2019	23	+4.5%	33	+10.0%
Dec-2019	17	-5.6%	33	+50.0%
<b>Jan-2020</b>	<b>15</b>	<b>-42.3%</b>	<b>28</b>	<b>-6.7%</b>

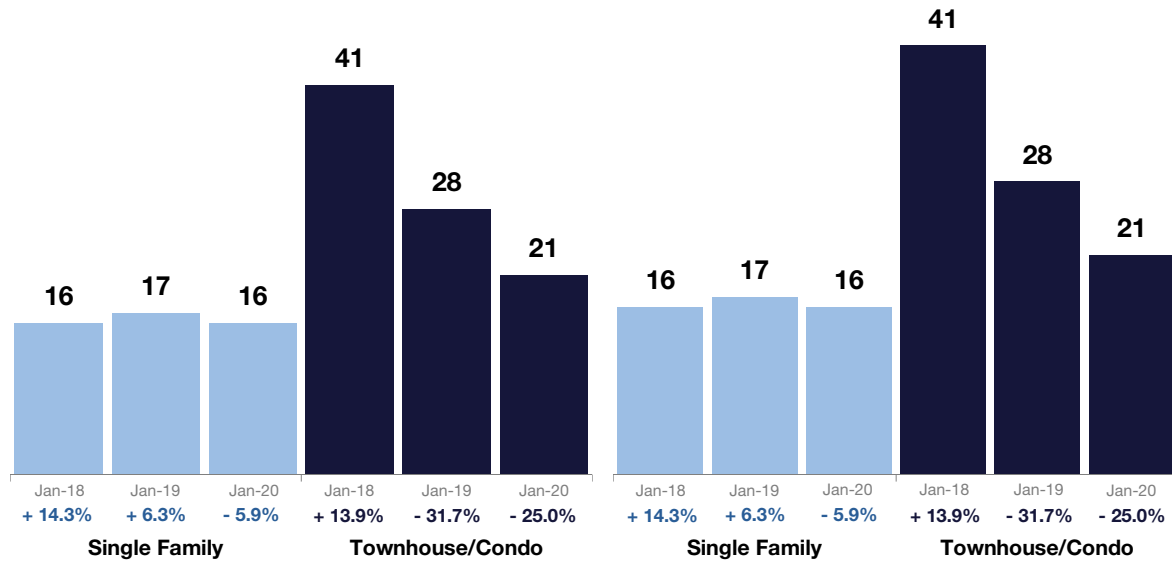
## Historical Pending Sales by Month



# Sold Listings

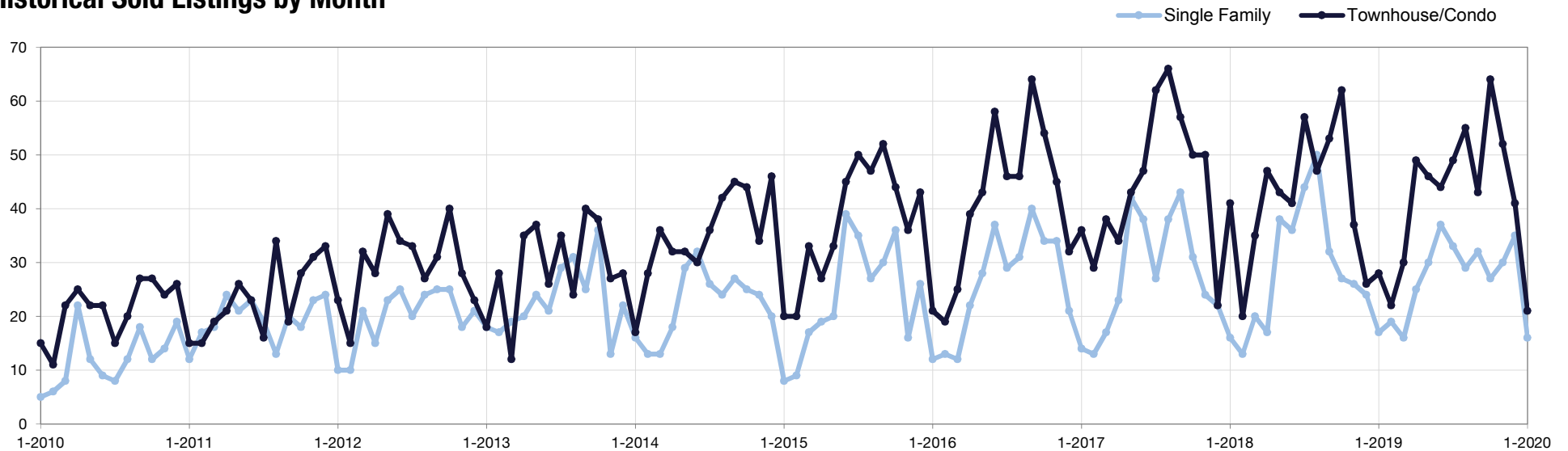
## January

## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	19	+46.2%	22	+10.0%
Mar-2019	16	-20.0%	30	-14.3%
Apr-2019	25	+47.1%	49	+4.3%
May-2019	30	-21.1%	46	+7.0%
Jun-2019	37	+2.8%	44	+7.3%
Jul-2019	33	-25.0%	49	-14.0%
Aug-2019	29	-42.0%	55	+17.0%
Sep-2019	32	0.0%	43	-18.9%
Oct-2019	27	0.0%	64	+3.2%
Nov-2019	30	+15.4%	52	+40.5%
Dec-2019	35	+45.8%	41	+57.7%
<b>Jan-2020</b>	<b>16</b>	<b>-5.9%</b>	<b>21</b>	<b>-25.0%</b>

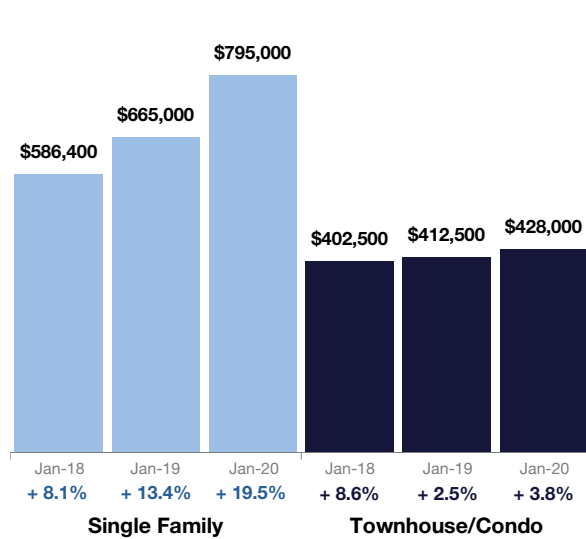
## Historical Sold Listings by Month



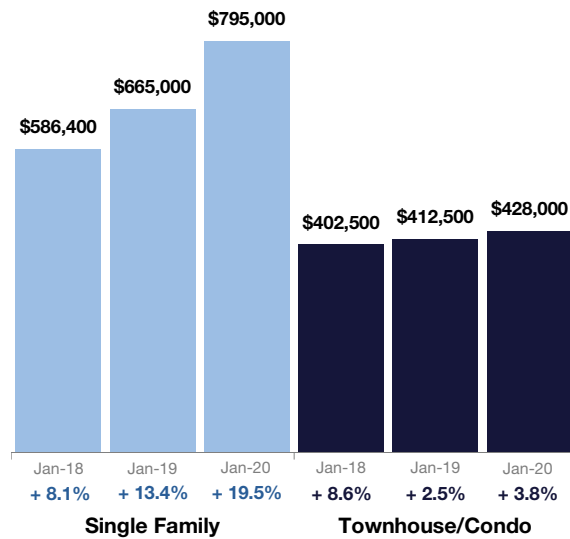
# Median Sales Price



## January

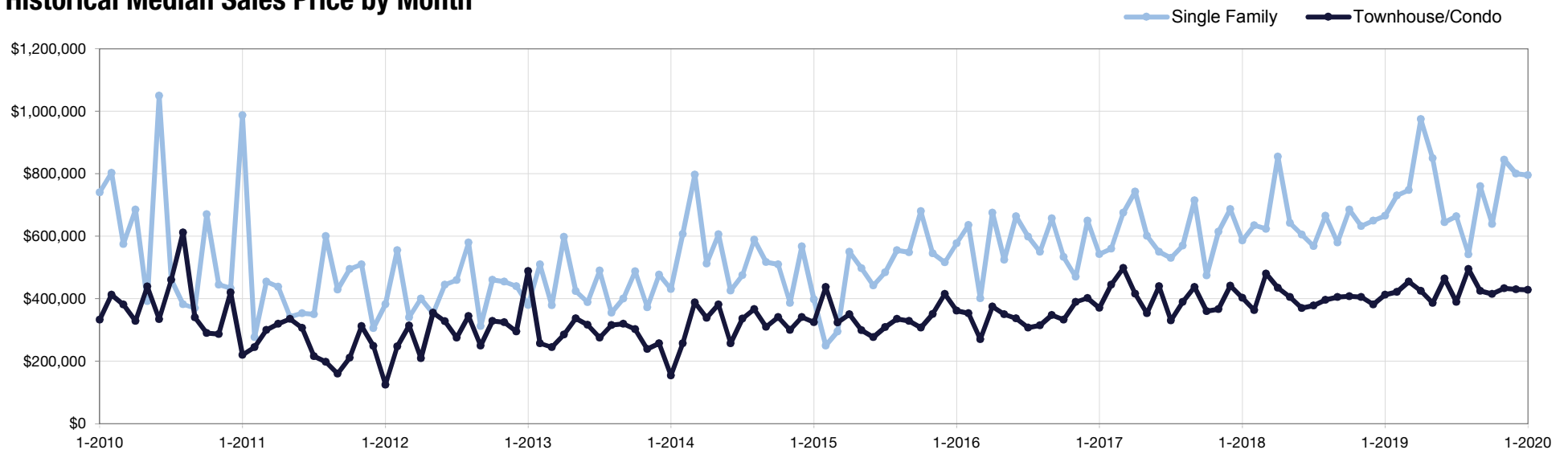


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	\$730,000	+15.0%	\$421,500	+16.1%
Mar-2019	\$747,500	+19.9%	\$454,500	-5.3%
Apr-2019	\$975,000	+14.0%	\$425,000	-2.3%
May-2019	\$850,000	+32.4%	\$386,200	-4.6%
Jun-2019	\$645,000	+6.6%	\$464,300	+25.5%
Jul-2019	\$664,000	+16.8%	\$390,000	+3.2%
Aug-2019	\$542,000	-18.5%	\$495,000	+25.0%
Sep-2019	\$760,000	+31.1%	\$425,000	+4.9%
Oct-2019	\$639,000	-6.7%	\$415,000	+1.7%
Nov-2019	\$844,500	+33.5%	\$433,250	+7.0%
Dec-2019	\$800,000	+23.1%	\$430,000	+12.9%
<b>Jan-2020</b>	<b>\$795,000</b>	<b>+19.5%</b>	<b>\$428,000</b>	<b>+3.8%</b>

## Historical Median Sales Price by Month

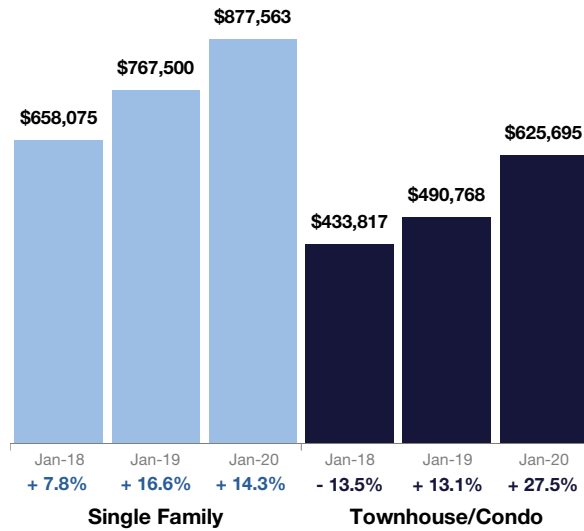


# Average Sales Price

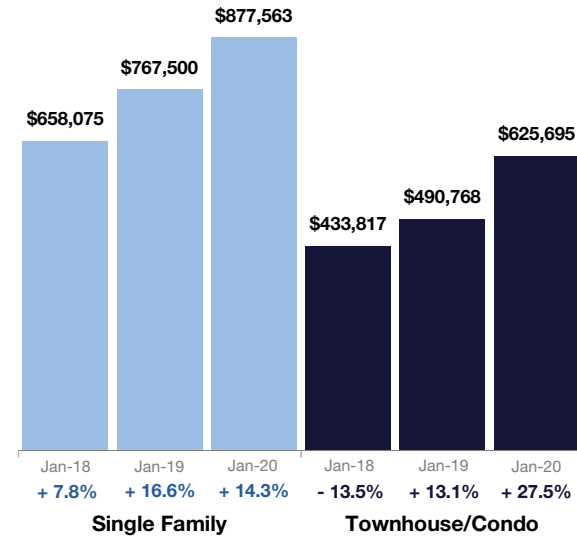


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## January

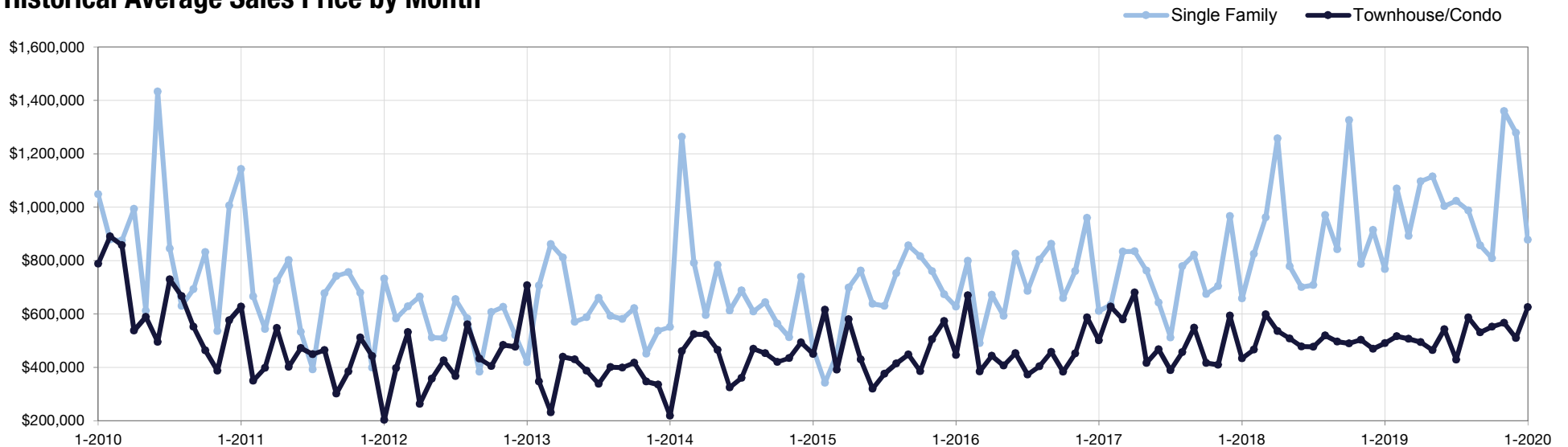


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	\$1,069,368	+29.6%	\$516,250	+10.7%
Mar-2019	\$892,442	-7.2%	\$506,367	-15.4%
Apr-2019	\$1,096,370	-12.8%	\$494,695	-7.6%
May-2019	\$1,114,780	+43.2%	\$464,389	-8.5%
Jun-2019	\$1,003,827	+43.3%	\$542,292	+13.4%
Jul-2019	\$1,023,132	+44.4%	\$428,306	-10.2%
Aug-2019	\$987,680	+1.8%	\$586,595	+13.0%
Sep-2019	\$856,834	+1.7%	\$530,884	+6.9%
Oct-2019	\$808,855	-39.0%	\$552,107	+12.9%
Nov-2019	\$1,359,348	+72.7%	\$566,849	+12.8%
Dec-2019	\$1,278,562	+39.8%	\$509,402	+8.7%
<b>Jan-2020</b>	<b>\$877,563</b>	<b>+14.3%</b>	<b>\$625,695</b>	<b>+27.5%</b>

## Historical Average Sales Price by Month

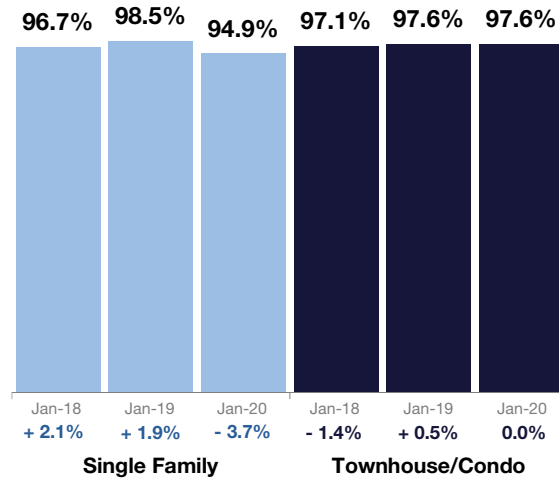




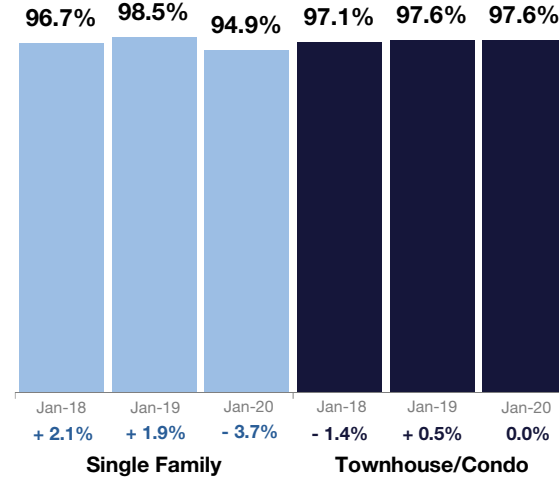
# Percent of List Price Received



## January

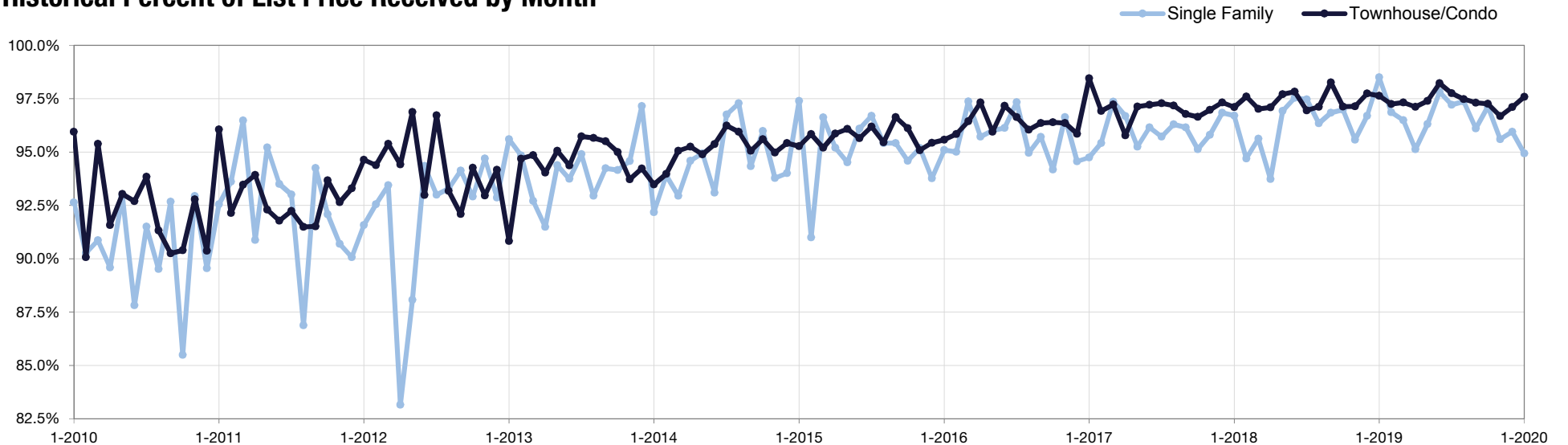


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	96.9%	+2.3%	97.2%	-0.4%
Mar-2019	96.5%	+0.9%	97.3%	+0.3%
Apr-2019	95.1%	+1.5%	97.1%	0.0%
May-2019	96.3%	-0.6%	97.4%	-0.3%
Jun-2019	97.8%	+0.3%	98.2%	+0.4%
Jul-2019	97.2%	-0.3%	97.8%	+0.9%
Aug-2019	97.4%	+1.1%	97.5%	+0.4%
Sep-2019	96.1%	-0.7%	97.3%	-1.0%
Oct-2019	97.1%	+0.1%	97.3%	+0.2%
Nov-2019	95.6%	0.0%	96.7%	-0.4%
Dec-2019	95.9%	-0.8%	97.1%	-0.6%
<b>Jan-2020</b>	<b>94.9%</b>	<b>-3.7%</b>	<b>97.6%</b>	<b>0.0%</b>

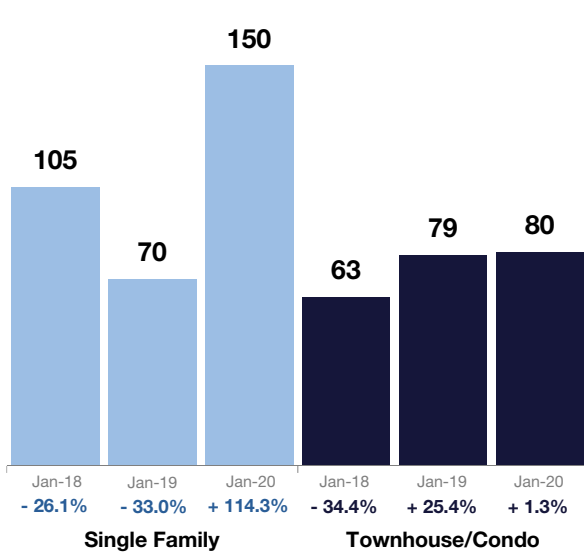
## Historical Percent of List Price Received by Month



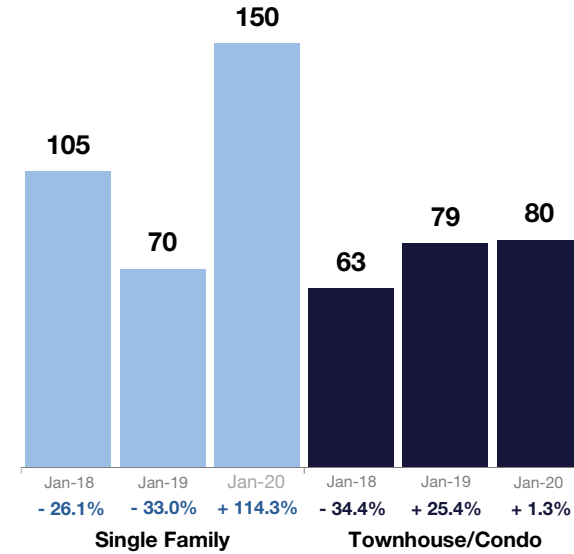
# Days on Market Until Sale



## January

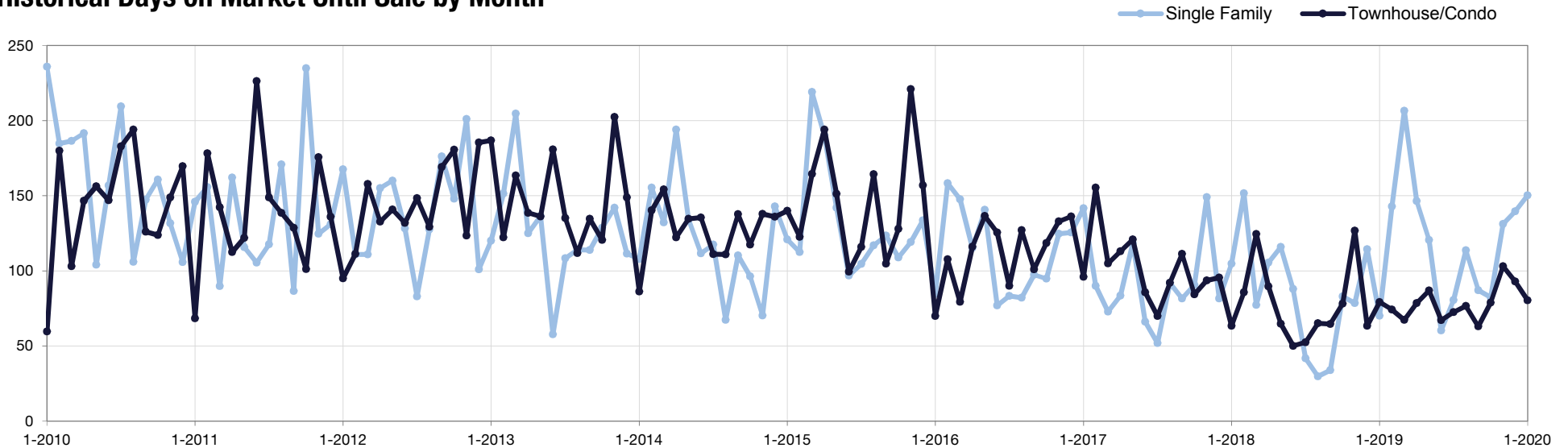


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	143	-5.9%	74	-14.0%
Mar-2019	206	+167.5%	67	-46.0%
Apr-2019	146	+39.0%	78	-13.3%
May-2019	121	+4.3%	87	+33.8%
Jun-2019	60	-31.8%	67	+34.0%
Jul-2019	81	+92.9%	73	+40.4%
Aug-2019	114	+280.0%	77	+18.5%
Sep-2019	87	+155.9%	63	-3.1%
Oct-2019	82	-1.2%	79	+1.3%
Nov-2019	131	+67.9%	103	-18.9%
Dec-2019	140	+22.8%	93	+47.6%
<b>Jan-2020</b>	<b>150</b>	<b>+114.3%</b>	<b>80</b>	<b>+1.3%</b>

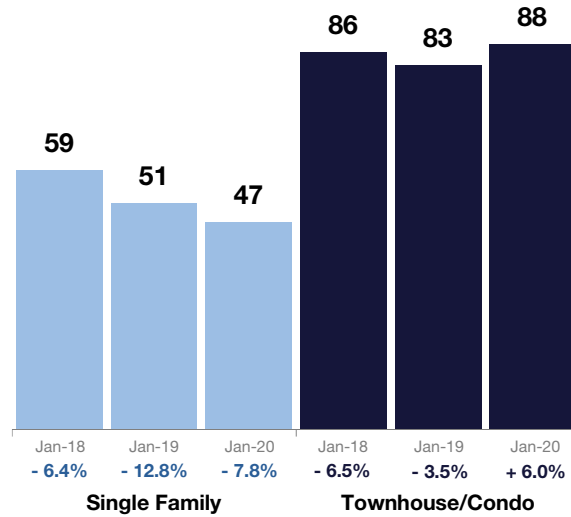
## Historical Days on Market Until Sale by Month



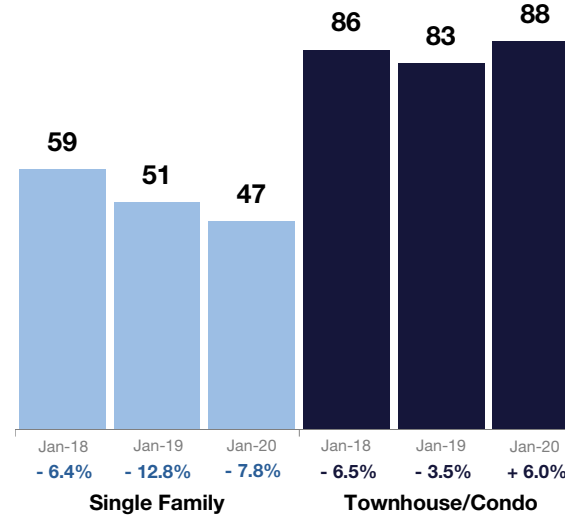
# Housing Affordability Index



## January

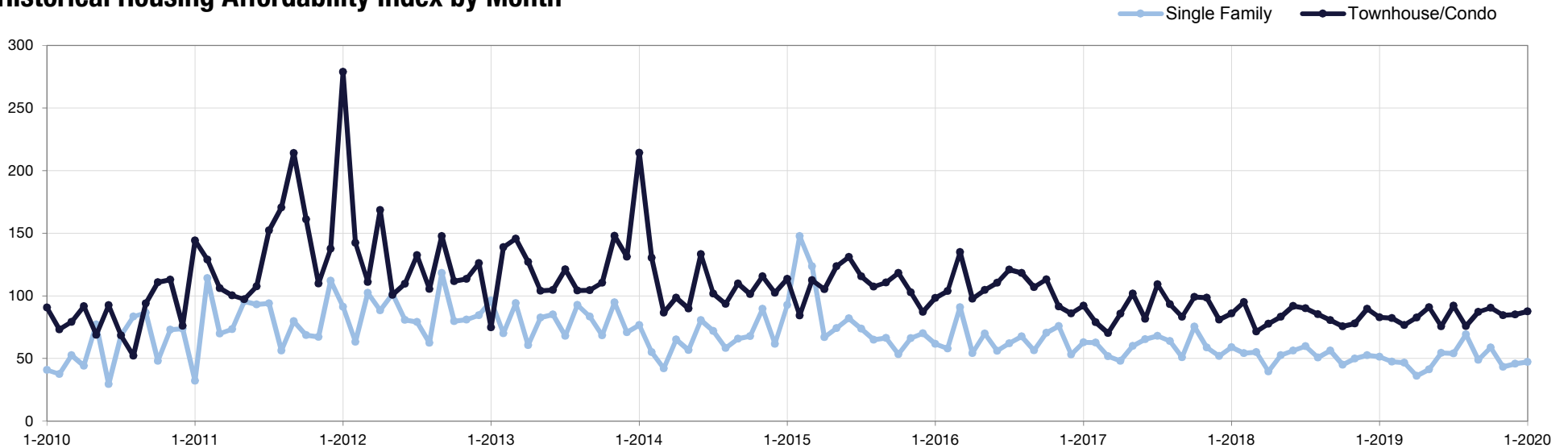


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	47	-13.0%	82	-13.7%
Mar-2019	47	-14.5%	77	+6.9%
Apr-2019	36	-7.7%	83	+6.4%
May-2019	41	-22.6%	91	+9.6%
Jun-2019	54	-3.6%	76	-17.4%
Jul-2019	54	-10.0%	92	+2.2%
Aug-2019	69	+35.3%	76	-10.6%
Sep-2019	49	-12.5%	87	+7.4%
Oct-2019	59	+31.1%	90	+18.4%
Nov-2019	43	-14.0%	85	+9.0%
Dec-2019	46	-11.5%	85	-5.6%
<b>Jan-2020</b>	<b>47</b>	<b>-7.8%</b>	<b>88</b>	<b>+6.0%</b>

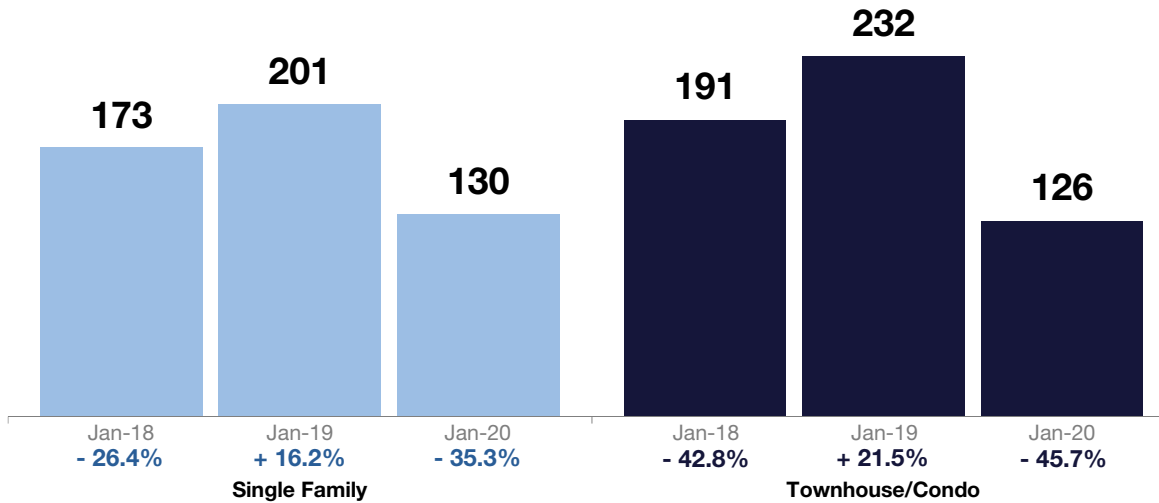
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

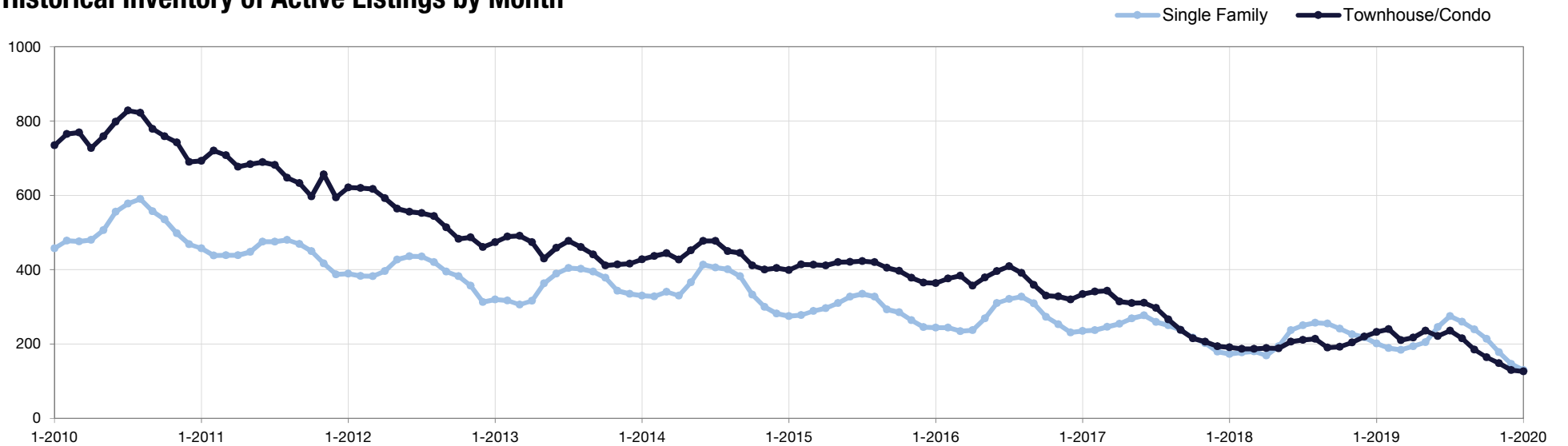


## January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	189	+6.8%	240	+28.3%
Mar-2019	184	+2.2%	210	+12.3%
Apr-2019	194	+14.8%	217	+14.8%
May-2019	205	+5.7%	236	+25.5%
Jun-2019	245	+3.4%	221	+7.3%
Jul-2019	275	+10.0%	236	+11.8%
Aug-2019	260	+1.2%	215	+0.5%
Sep-2019	239	-6.3%	185	-2.6%
Oct-2019	214	-11.2%	164	-14.6%
Nov-2019	178	-21.2%	148	-27.5%
Dec-2019	146	-33.0%	130	-40.9%
<b>Jan-2020</b>	<b>130</b>	<b>-35.3%</b>	<b>126</b>	<b>-45.7%</b>

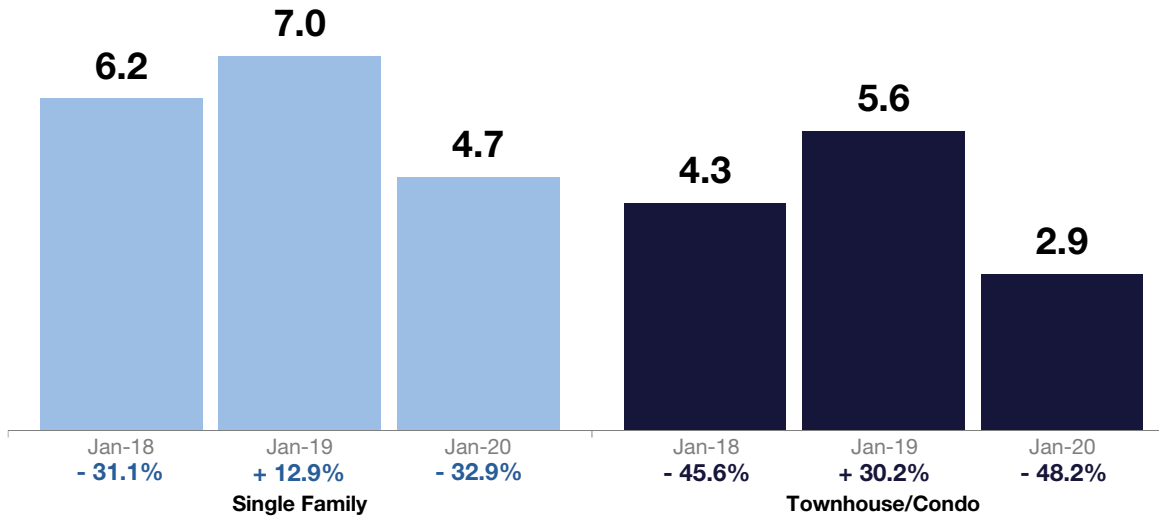
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

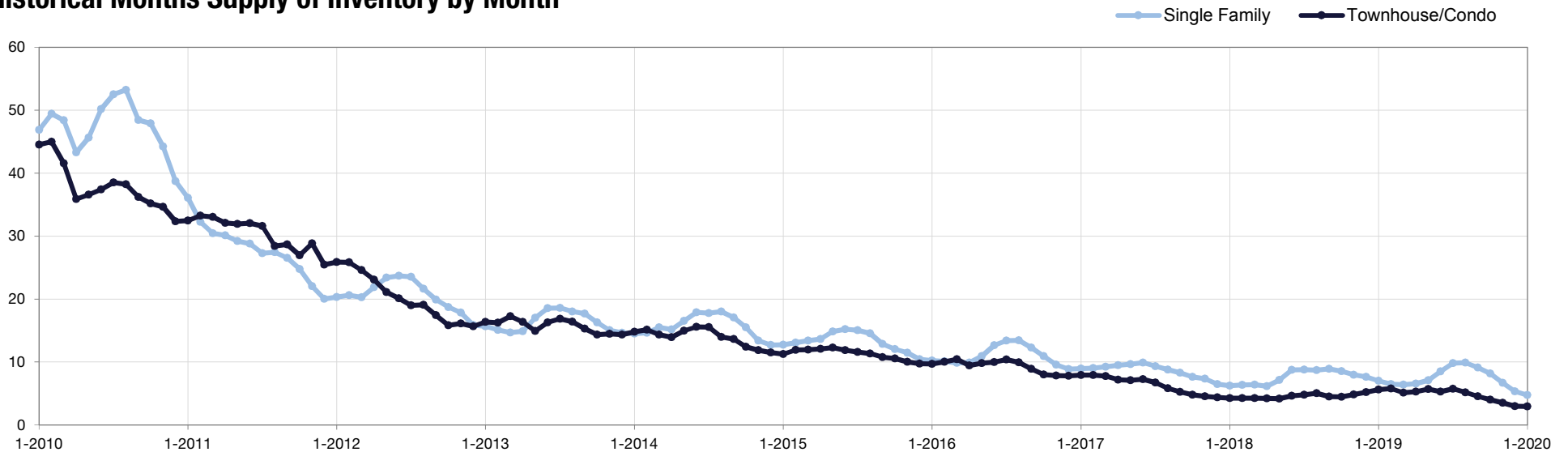


## January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	6.5	+1.6%	5.8	+38.1%
Mar-2019	6.4	0.0%	5.1	+18.6%
Apr-2019	6.6	+8.2%	5.3	+26.2%
May-2019	7.1	0.0%	5.7	+35.7%
Jun-2019	8.5	-3.4%	5.3	+15.2%
Jul-2019	9.8	+11.4%	5.7	+18.8%
Aug-2019	9.9	+13.8%	5.1	+2.0%
Sep-2019	9.1	+2.2%	4.5	0.0%
Oct-2019	8.2	-3.5%	4.0	-9.1%
Nov-2019	6.7	-16.3%	3.5	-27.1%
Dec-2019	5.3	-30.3%	3.0	-42.3%
<b>Jan-2020</b>	<b>4.7</b>	<b>-32.9%</b>	<b>2.9</b>	<b>-48.2%</b>

## Historical Months Supply of Inventory by Month



# Total Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



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Key Metrics	Historical Sparkbars	1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		89	58	- 34.8%	89	58	- 34.8%
<b>Pending Sales</b>		66	44	- 33.3%	66	44	- 33.3%
<b>Sold Listings</b>		52	39	- 25.0%	52	39	- 25.0%
<b>Median Sales Price</b>		\$422,500	\$555,000	+ 31.4%	\$422,500	\$555,000	+ 31.4%
<b>Average Sales Price</b>		\$526,250	\$700,169	+ 33.0%	\$526,250	\$700,169	+ 33.0%
<b>Pct. of List Price Received</b>		97.1%	96.3%	- 0.8%	97.1%	96.3%	- 0.8%
<b>Days on Market</b>		89	106	+ 19.1%	89	106	+ 19.1%
<b>Housing Affordability Index</b>		81	68	- 16.0%	81	68	- 16.0%
<b>Active Listings</b>		518	323	- 37.6%	--	--	--
<b>Months Supply</b>		6.9	4.3	- 37.7%	--	--	--

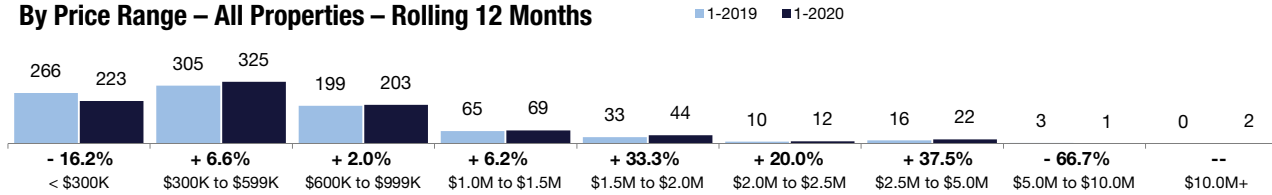
# Closed Sales

Actual sales that have closed in a given month.

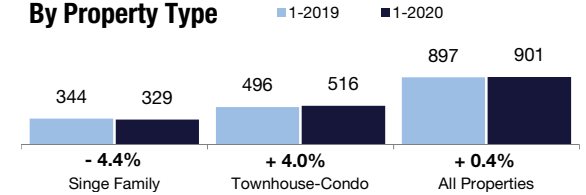


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## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2019	1-2020	Change	1-2019	1-2020	Change
\$299,999 and Below	60	42	-30.0%	156	134	-14.1%
\$300,000 to \$599,999	96	84	-12.5%	202	232	+14.9%
\$600,000 to \$999,999	93	93	0.0%	106	110	+3.8%
\$1,000,000 to \$1,499,999	47	43	-8.5%	18	26	+44.4%
\$1,500,000 to \$1,999,999	22	33	+50.0%	11	11	0.0%
\$2,000,000 to \$2,499,999	7	11	+57.1%	3	1	-66.7%
\$2,500,000 to \$4,999,999	16	20	+25.0%	0	2	--
\$5,000,000 to \$9,999,999	3	1	-66.7%	0	0	--
\$10,000,000 and Above	0	2	--	0	0	--
<b>All Price Ranges</b>	<b>344</b>	<b>329</b>	<b>-4.4%</b>	<b>496</b>	<b>516</b>	<b>+4.0%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2019	1-2020	Change	12-2019	1-2020	Change
\$299,999 and Below	5	0	-100.0%	9	4	-55.6%
\$300,000 to \$599,999	7	4	-42.9%	22	10	-54.5%
\$600,000 to \$999,999	8	9	+12.5%	8	2	-75.0%
\$1,000,000 to \$1,499,999	3	0	-100.0%	1	4	+300.0%
\$1,500,000 to \$1,999,999	3	3	0.0%	1	1	0.0%
\$2,000,000 to \$2,499,999	3	0	-100.0%	0	0	--
\$2,500,000 to \$4,999,999	6	0	-100.0%	0	0	--
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>35</b>	<b>16</b>	<b>-54.3%</b>	<b>41</b>	<b>21</b>	<b>-48.8%</b>

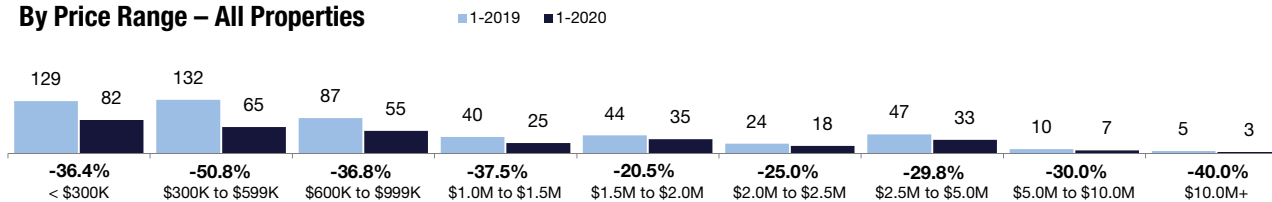
### Year to Date

By Price Range	Single Family			Condo		
	1-2019	1-2020	Change	1-2019	1-2020	Change
\$299,999 and Below	2	0	-100.0%	8	4	-50.0%
\$300,000 to \$599,999	6	4	-33.3%	12	10	-16.7%
\$600,000 to \$999,999	5	9	+80.0%	6	2	-66.7%
\$1,000,000 to \$1,499,999	2	0	-100.0%	2	4	+100.0%
\$1,500,000 to \$1,999,999	2	3	+50.0%	0	1	--
\$2,000,000 to \$2,499,999	0	0	--	0	0	--
\$2,500,000 to \$4,999,999	0	0	--	0	0	--
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>17</b>	<b>16</b>	<b>-5.9%</b>	<b>28</b>	<b>21</b>	<b>-25.0%</b>

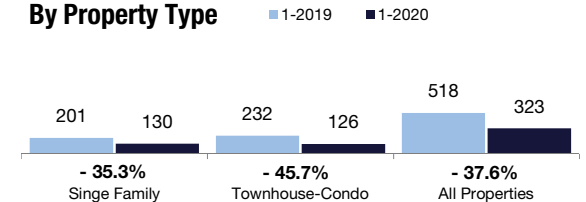
# Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

## By Price Range – All Properties



## By Property Type



### Year over Year

By Price Range	Single Family			Condo		
	1-2019	1-2020	Change	1-2019	1-2020	Change
\$299,999 and Below	13	9	-30.8%	46	14	-69.6%
\$300,000 to \$599,999	27	24	-11.1%	92	33	-64.1%
\$600,000 to \$999,999	32	21	-34.4%	53	34	-35.8%
\$1,000,000 to \$1,499,999	31	13	-58.1%	9	12	+33.3%
\$1,500,000 to \$1,999,999	31	20	-35.5%	13	15	+15.4%
\$2,000,000 to \$2,499,999	16	13	-18.8%	8	5	-37.5%
\$2,500,000 to \$4,999,999	37	20	-45.9%	10	13	+30.0%
\$5,000,000 to \$9,999,999	9	7	-22.2%	1	0	-100.0%
\$10,000,000 and Above	5	3	-40.0%	0	0	--
<b>All Price Ranges</b>	<b>201</b>	<b>130</b>	<b>-35.3%</b>	<b>232</b>	<b>126</b>	<b>-45.7%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2019	1-2020	Change	12-2019	1-2020	Change
\$299,999 and Below	11	9	-18.2%	10	14	+40.0%
\$300,000 to \$599,999	25	24	-4.0%	41	33	-19.5%
\$600,000 to \$999,999	24	21	-12.5%	30	34	+13.3%
\$1,000,000 to \$1,499,999	18	13	-27.8%	15	12	-20.0%
\$1,500,000 to \$1,999,999	20	20	0.0%	17	15	-11.8%
\$2,000,000 to \$2,499,999	12	13	+8.3%	5	5	0.0%
\$2,500,000 to \$4,999,999	23	20	-13.0%	12	13	+8.3%
\$5,000,000 to \$9,999,999	10	7	-30.0%	0	0	--
\$10,000,000 and Above	3	3	0.0%	0	0	--
<b>All Price Ranges</b>	<b>146</b>	<b>130</b>	<b>-11.0%</b>	<b>130</b>	<b>126</b>	<b>-3.1%</b>

### Year to Date

By Price Range	Single Family			Condo		
	1-2019	1-2020	Change	1-2019	1-2020	Change
There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.						

# Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



STEAMBOAT SPRINGS  
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<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
<b>Inventory of Active Listings</b>	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
<b>Months Supply of Inventory</b>	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.